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STIC Database Tracking Number: 110516

TO: Mark Fadok
Location: 7B27
Art Unit : 3625
Friday, December 19, 2003

Case Serial Number: 09/411524

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Search Notes

Examiner Mark,

Please find attached your search results.

Please let me know if you like for me to try a refocused search with a different strategy or additional terms.

Please take a few minutes to fill the attached Colored feedback form to the EIC.

Thanks,

Bode Akintola

Reviewed
Tabul Sadurel items
12-26-03

courier services' package-*tracking* systems through a single interface.
Adds, the system will enable the user to compare rates and check addresses,
and says it will also support basic accounting functions in the first
release, with later releases addressing integration with intranet-based
inventory and purchasing systems. Notes that the company hopes to leverage
its Web presence into new sales channels for its products and services.
Includes one screen display. (JC)
     Descriptors: Electronic Commerce; Internet

2/9/2   (Item 1 from file: 9)
DIALOG(R)File   9:Business & Industry(R)
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02060564   (THIS IS THE FULLTEXT)
APIs Could Open Up Shipping Options For Web Storefronts
(TanData Corp will introduce a service for Web merchants that allows them
  to bypass proprietary links to the major package carriers and offer their
  customers a choice of carriers from their storefronts)
InternetWeek, p 9
February 09, 1998
DOCUMENT TYPE: Journal ISSN: 0746-8121 (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 601

ABSTRACT:
TanData Corp will introduce a service for Web merchants that allows them to
bypass proprietary links to the major package carriers and offer their
customers a choice of carriers from their storefronts. *Shipping*
applications have been enormously popular on the Web, as evidenced by the
heavy traffic volume on sites run by Federal Express Corp. and United
Parcel Service. But experts say a shortcoming of many carrier sites is
their inability to automate their services out to merchant sites in real
time. In turn, the merchants often cannot take advantage of low contracted
shipping rates and cannot offer real-time package *tracking* from within
the online storefront. Each offers a set of value-added services such as
package *tracking* and pricing calculators tied to their core businesses.
In an effort to open up those proprietary relationships, TanData will
introduce a set of APIs on 2/23/98 that lets developers using TanData's
existing client/server *shipping* software automate links to multiple
carrier sites using the Web. Symantec already uses TanData's client/server
package to manage shipments internally and is planning a new Web storefront
that will likely automate *shipping* processes. Progistics CS Online, due
April 1, will automatically provide *shipping* and *tracking* numbers and
charge freight costs on a more exacting basis. The full-text article does
not contain any further significant information.

TEXT:
By: John Evan Frook

Forget about thinking outside the box. TanData Corp. is thinking about the
box.

The developer of turnkey shipping and logistics systems is about to launch
a service for Web merchants that allows them to bypass proprietary links to
the major package carriers and offer their customers a choice of carriers
from their storefronts.
"The carrier community has always resisted participating with anyone who
will allow actual prices to be compared,'' said Gartner Group logistics
analyst Art Mesher. "What's necessary is a critical mass to demand carriers
participate."

Shipping applications have been enormously popular on the Web, as
evidenced by the heavy traffic volume on sites run by Federal Express Corp.
and United Parcel Service. Each offers a set of value-added services such
as package *tracking* and pricing calculators tied to their core
businesses.

But experts say a shortcoming of many carrier sites is their inability to automate their services out to merchant sites in real time. In turn, the merchants often cannot take advantage of low contracted *shipping* rates and they cannot offer real-time package *tracking* from within the online storefront.

In cases where carriers have agreed to extend their services in this way to select merchants, extensive programming work was often required and the merchant has been tied to one preferred carrier.

In an effort to open up those proprietary relationships, TanData will introduce a set of APIs on Feb. 23 that lets developers using TanData's existing client/server shipping software automate links to multiple carrier sites using the Web.

"The big news for us is that TanData is stripping out a lot of work in dealing with multiple carriers, which makes it possible to switch between UPS and FedEx on a whim,'' said Chris Guzik, a senior Unix systems administrator at Symantec Corp.

Symantec already uses TanData's client/server package to manage shipments internally and is planning a new Web storefront that will likely automate shipping processes.

Progistics CS Online, due April 1, will automatically provide *shipping* and *tracking* numbers and charge freight costs on a more exacting basis.

The Progistics service is for new customers wishing to outsource the development of links to shipping services. TanData will charge a one-time setup fee of $250 for the service, and a per-transaction fee of less than $1, the company said. That compares with a one-time price of $4,995 for the client/server software.
"Our sense is that this is the right way to do shipping for the Web merchant,'' said company president Peter Nicholls.

TanData's plan could set off a battle in the shipping business because the service requires carriers to release APIs for defining transaction applications between the carrier and Progistics CS Online.

"Carriers that have subordinate market share will likely participate," said Gartner Group's Mesher. "But market leaders such as FedEx and UPS don't necessarily desire having their products compared.''

Resistance may be futile. As Web servers become widely used to link business systems, the release of carrier APIs is necessary for building shipping functionality into a wide range of business applications, not just TanData's online service.

For its part, FedEx has said it plans to provide APIs as part of its commitment to the Internet, but so far it has released code to only a handful of enterprise customers.

"FedEx will absolutely participate in open systems, as our objective is to be virtually ubiquitous,'' said Mike Janes, FedEx's vice president for E-commerce.

The deliverers are getting pressure from other players, as well. *Pitney* Bowes is scheduled to begin offering a Web service this quarter that tracks packages and compares rates among carriers (InternetWeek, Oct. 20, 1997).

COMPANY NAMES: SYMANTEC CORP; TANDATA CORP
INDUSTRY NAMES: Applications software; Network hardware and software;
   Software
PRODUCT NAMES: Prepackaged software (737200); Development support
   software packages (737224); Networking software packages (737255);

2/9/11   (Item 2 from file: 16)
DIALOG(R)File   16:Gale Group PROMT(R)
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Pitney Bowes Introduces New STAR (TM) Carrier Management Systems
News Release, p1
Oct 1, 1992
Language: English   Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1115
TEXT:
From: *Pitney* Bowes   Contact: William Bromback
      Stamford, Connecticut   (203)925-5090
                                              or, Van Lawrence
                                                 (203)351-6098

Pitney Bowes Introduces New STAR (TM) Carrier Management Systems

Major Technological Advances For Shippers and Mailers

Pitney Bowes announces three new systems for shippers and mailers
that bring higher levels of automation to carrier selection, parcel
processing, *shipment* *tracking* and accounting. According to Ralph
Damato, Vice President of Sales Planning, the *Pitney* Bowes STAR (TM)
150, 170, and 180 Carrier Management Systems lead the way in reducing
costs, eliminating paperwork and enabling shippers to provide better
service to their customers. They process parcels faster, generate
the needed labels and documents, accurately account for all
transactions and produce the information shippers need to manage
their distribution costs.

Each system automatically identifies the best carrier for every
mailing and shipping need. The STAR (TM) 150 and 170 will store the
rates for up to five carriers and three levels of service. The STAR
(TM) 180 allows you to compare the costs of nine carriers and 99
classes of service by merely touching a button. And both the STAR
(TM) 170 and 180 Systems allow for the programming of customer
specific rates and discount structures. Taken together, these
features ensure that shippers always get the right service at the
lowest cost.

The STAR 170 (TM) and STAR (TM) 180 also include an ADDRESS DATABASE.
This database provides customer names, addresses, their preferred
carrier and other critical shipping information. The STAR (TM) 170
stores information for up to 800 customers, and the STAR (TM) 180
holds an amazing 10,000 customer records. The net result of the
ADDRESS DATABASE is that parcels get to the right destination via the
customer's preferred carrier.

With the carrier selected, the new STAR (TM) Systems then eliminate
the mountains of paperwork normally required to process shipments.
The STAR (TM) 150 and 170 both prepare UPS document, shipper and
C.O.D. labels; and they also generate end-of-day information for UPS
logs. The STAR (TM) 170 also produces address labels, UPS waybills
and carrier-required manifests for ground carriers.

"For shipping automation, the STAR (TM) 180 does it all!" said
Damato. "It produces address labels and documents for all major air
and ground carriers. In addition to the documents provided by the
STAR (TM) 150 and 170, the STAR (TM) 180 also delivers airbill
printing for UPS, Airborne and Federal Express; and it is able to
generate a generic bill of lading."

And what's more, these systems make your parcel processing easy. With their step-by-step prompts and barcode scanning capabilities, the STAR (TM) Systems eliminate the headaches and inaccuracies associated with manual processing. And the STAR (TM) 180 is not only easy to operate, but it actually helps to prevent errors. For example, a context-sensitive HELP KEY presents dear instructions relating to the task at hand. A LIST ACTION KEY displays available options any time during processing. And with the ACCU-SHIP (TM) automatic processing feature, entry of a customer's name, invoice number or package ID number instantly brings the needed data onto the screen making the system almost "user independent." It's shipping made simple.

Once the carrier is selected and parcels have been processed, companies need to track, account for and report on their shipments. The new STAR (TM) Systems not only do this, but when interfaced with a *Pitney* Bowes postage meter, they also facilitate the tracking and control of USPS expenditures. All this information can be stored in the STAR (TM) System; or, with its communications feature, the data can be electronically transferred to a host system eliminating the potential of errors.

The STAR (TM) 150 can hold information for up to 600 transactions daily and do long-term accounting for as many as 250 accounts for over one or two time periods. The information needed to trace a shipment is included on the document label produced by the system. In addition, reports from the STAR (TM) 150 can be used to track hazardous material, Saturday delivery and delivery confirmation fees; and it also provides transportation cost analysis. Data stored within the system can be used to update inventory records and customer receivables as well as to track and record customer back orders.

The STAR (TM) 170 can report on 1,200 transactions a day, providing long-term accounting for one or two time periods on up to 250 accounts. In order to trace parcels, each transaction is identified by a unique package identification (ID) number or sequential number generated by the automatic package ID feature. The STAR (TM) 170 also includes other tracing features: a multi-package ID-a suffix added to identify parcels shipped under a single invoice; and a shipped-with-other goods (SWOG) for tracking mutiple-invoice shipments packed in a single container. It also produces reports on department charge backs and package tracing, as well as reports on shipping activity by carrier that can be used to evaluate shipping policies and control costs.

The STAR (TM) 180, described by Damato as "the most fully featured shipping system available," tracks up to 2,500 transactions per day, it reports on up to 5,000 accounts and it can store data for up to a year. Its statistical data base includes information by carrier, class and cost center. To receive instant answers about a shipment, a user must merely enter a package ID, invoice number or customer's name and the records of the shipment appear on the unit's screen. In addition, the STAR (TM) 180 also provides for tracking the contents of parcels. By entering an item number, product description and quantity on the shipping record, the STAR (TM) 180 captures valuable inventory and marketing data, as well as shipping information.

The STAR (TM) 180 also allows users to create their own report groups for flexible management control. For example, a report designated "Shipping Department - End of Day Report Group" might include a manifest report along with a carrier totals report. Once these reports are "finished," they can even be down loaded to disks for printing.

The new STAR (TM) Systems are backed by *Pitney* Bowes' five year Customer Satisfaction Guarantee (SM) and a nationwide service network of 2,500 technicians. An over-the-phone diagnostics support staff is also available to help customers solve problems and answer questions.

This service is provided from 8:00 a.m. to 8:00 p.m. Eastern Time.

For additional information, write *Pitney* Bowes, World Headquarters, Stamford, CT 06926-0700, or call 1-800-MR BOWES ext. 3813.

Pitney Bowes is a $3.3 billion multinational manufacturing and marketing company which provides mailing, shipping, copying, dictating, communications recording and facsimile systems; item identification and tracking systems and supplies; mailroom, reprographics and related management services; and product financing.

October 1, 1992
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PRODUCT NAMES: *3579510   (Mailing Machines)
INDUSTRY NAMES: BUS (Business, General); BUSN (Any type of business)
NAICS CODES: 333313 (Office Machinery Manufacturing)
TICKER SYMBOLS: PBI
TRADE NAMES: STAR 150; STAR 170; STAR 180
SPECIAL FEATURES: COMPANY
?
PLEASE ENTER A COMMAND OR BE LOGGED OFF IN 5 MINUTES
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Status: Signed Off. (20 minutes)